A REPRESENTATION

Of the ADVANTAGES, that would ariſe to this KINGDOM, by the *erecting* and *improving*

OF

MANUFACTORIES:

But more eſpecially, by that of

WOOLLEN-CLOATH.

With an ANSWER to the OBJECTIONS againſt this laſt; and an Account of the preſent State, and Succeſſe of the Manufactory *at* NEW-MILNES, *for* Woollen-Cloath, Serges, Silk *and* Worſted-ſtockings; *and of the Rules and Methodes obſerved by the UNDERTAKERS in the managing of it,*

With PROPOSALS to ſuch as ſhall be willing to join in that Work.

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The ADVANTAGES OF MANUFACTORIES To this KINGDOM,

But more particularly of CLOATH.

Objections against it answered, with an Account of the present State of that at *New-milns*, and of the Rules and Methods observed in the managing thereof;

With an Offer of Conditions to such as will joyn therein.

HOW great inclinations our Kings have had ever since the year 1581. to encourage Manufactories in this Kingdom, may appear by the several Acts of Parliament, and Council, since that time; some whereof are narrated in the 40th Act of the first Parliament Sess. 1. *Charles* II. And in no Age did the zeal of the Nation appear more for erecting of Manufactories and Societies, than since his Majesties happie Restauration: As is evident by the foresaid 40th and the 42. 43. 45. 46. 47. and 48. Acts of that Session of his *Majesties* first Parl. and by the 20th Act of the third Sess. of the same Parl. In which not only many considerable *Encouragements* are given, both to Natives and Foraigners, for making of *Cloath*, *Stuffs*, *Stockings*, *Soap*, to Societies for *Fishings*, &c. but also considerable *Privileges* and *Immunities* granted to them, and Prohibitions made against

Export and *Import*, which might be prejudicial to such Undertakings, and many sumptuary Laws established. But the effectual, and serious prosecution of these former Laws, was reserved for the years of his ROYAL HIGHNES'S *Commission*, who not only procured that Act for encouraging Trade and Manufactories to be passed in the 3. Parl. of *Char.* the II. and 12 Act thereof, (which has hitherto been more effectually observed than any former Acts of that nature,) but also His ROYAL HIGHNES'S own, and his Familie's Example, in observing the sumptuary Laws, his Encouragements, his frequent Commonings, and Discourses with such, as he understood to be inclined to the promoting of Manufactories, did perswade several Persons, seriously, to go about the erecting Manufactories of *Woollen-cloath*.

We need not insist upon the Advantages arising to a Nation from Manufactories. It is generally known, that those Nations where they flourish most, are proportionally to their Territories, the richest & most potent: and where Manufactories are most despised & neglected, these, notwithstanding of the great advantage of *large* Territories, and *native* Product, are nevertheless much inferior in Riches, Splendor, and Power. Nor can it be otherwise: or if the Riches, and outward Happiness of a Kingdom, or State, consist in the having *plenty* and aboundance of all things, necessary for the *comfortable* Subsistance of all its Inhabitants, even of the lowest & meanest Quality; then is it Manufactories that contribute chiefly to the same. These make a litle Spot of ground, *viz. Holland*, no greater than the *Lothians*, maintain many Millions richlie, and plentifully. These, if once they were established here, would make every Tenent and Coatter, (who ar under Noblemen, and Gentlemen,) their Wives, Servants, and Children, who formerly were not able to pay their Rents, and get but a miserable mantainance; live comfortably, and by their Handiwork, pay their Rents, pleasantly, and punctuallie. These would strengthen this Kingdom, not only by increasing the Riches thereof, but the number of its Subjects.

And

And these would not only prevent the exporting of many thousand Pounds sterl. out of this Kingdom: but in a litle time, the Export of Goods would not only enrich the private Merchants, Exporters; but the Kingdom it self, and cause in it plentie of Money.

And being by his ROYAL HIGHNESS, upon these considerations, invited & encouraged to enter our selves in a Companie and Societie of Cloathiers, warranted by the Laws of the Kingdom; that due Honour may be returned to his ROYAL HIGHNESS, who did first set us awork, & to the Lords of his *Majestie's* Privie-Council, who have been very careful to encourage us, by preserving, and making effectual to us, the Privileges and Immunities granted to Manufactories, by the Laws of the Kingdom, and particularly those against the Import of *foraign* Cloath: and that others, by our example, may be incited & stirred up, either to joyn with us, or set up particular Manufactories of their own; and that the Nation, in general, may be encouraged to the prosecution of such Manufactories, as their Inclination, and prospect of Advantage shall determine them in; and that Posterity may reap benefit and profit by our example: we conceived it our Dutey, in gratefull acknowledgment of our Obligation to his ROYAL HIGHNESS, to give this Account of our Undertaking, and our Successe therein hitherto.

The Woollen-Manufactories are of very great and universal use and consumption all the World over, and the *Flemings* who first brought them to perfection in *Europe*, had truely that *Golden-Fleece*, which hath given to the King of *Spain*, in his Right of *Brabant* and *Flanders*, that noble and honourable Order, so designed, ratherthan his *Peruvian* Gold. And since the *English*, by the instruction of the *Walloones* and *Flemings*, came to improve their native Wooll, and to erect Woollen-Manufactories, which is about 200. years ago; they have become Masters of great Riches and Force, of great Reputation and Strength at Sea,

able to assert their Dominion in the narrow Seas, and to secure their Trade in all parts of the known and habitable World: and to maintain, by that only Manufactory, above 100000 Persons, and from the Port of *London*, to export yearly of broad-Cloaths, and other woollen-Manufactries, to the value of above 400000 Lib. Sterling.

What is made of Wooll, is either made use of in the Kingdom, or exported: and is either made of our own *Country* Wooll, or *Foraign*. If made use of within the Kingdom, and that it be of our own Wooll; every Pound, suppose of the courseſt Wooll, which is not worth 5 d. the Pound, (reckoning 16 Ounces to the pound) comes to yield, when made in Fingrams (the courseſt of our Product) dy'd and dreſs'd 12 d. the eln, and affoords a maintainance to Carders, Spinners, Weavers, Dyers and Dreſſers. And wheras, within theſe 20. or 24. years several thowsand Pounds Sterl. have been exported to *England* yearly, and beſtowed upon ſuch Serges, as are now ſold for 12 or 13 d. the eln here, but then coſt 16 or 18 d. the yard at *London*; there is not only none imported, but many thowsand Pounds Sterl. worth, ſent yearly to *Holland*, and Money brought here *in ſpecie* for them: many ſent to the Plantations abroad, yea many caried into *England* it ſelf, by ſtealth, (whence we were formerly furniſhed,) and ſold there to good profit. And though this ſort is made of the courseſt of Wooll, and is almoſt the courseſt of woollen Stuffs made in the Kingdom; yet much benefit ariſes from the ſame, not only by ſaving the Export of ſo much Money, formerly beſtowed on ſuch; but alſo by occaſioning the import of ſo much Money to the Kingdom. And the benefit and advantage will be much more, when time is imployed in making finer Stuffs or Serges: as can be made appear by the making of that ſort of Serges called Stirling Serges, where one Pound of our own Wooll, (not worth 8 ſh. Scots the Trone-pound,) ſhall yield 2 elns of Serge or thereby; which when dy'd and dreſs'd in cloath Colours, is ſold here in Retail

Retail with profite for 24 ſhil. the eln: and within theſe eight years, were wholly imported from *England*, and coſt there, albeit not finer than this, alwayes 2. ſh. 2 Pence and 2 ſh. 4 Pence Sterl. the yarde.

And as more People are imployed in making of theſe Searges, requiring more time in Spinning and Weaving; ſo when made, being double the value and price of the former, they do now not only ſave a great Summe of Money, which was yearly exported and beſtowed on the like in *England*, but within theſe three years, good quantities have been exported to *Holland*, *Hamburgh*, *Spain*, the *Weſt-Indies*, and other Places, (as can be made appear) and thereby Money brought into the Kingdom; and it is but eight or ten years at moſt, ſince any Quantities of them were begun to be made here.

To aſcend yet higher to mixt Searges, Cloath-Searges, and theſe called in *France* Searge de *Niſmes*, which can be made of the ſame Wooll with the former, or not two ſhillings Scots the Pound dearer, and yet do yield double or triple the price; within theſe two years our people are come to a great perfection in them, in ſo much that ſeveral Pieces are made as fine, as any ordinarly made in *France* or *England*, whereby alſo in a ſhort time, a great Summe of Money formerly exported for buying theſe Goods, will be ſaved and keeped in the Countrey, and Money gained by Export, and many thouſands get a Lively-hood who formerly lived idle in miſery and want.

But the moſt artificial and beneficial Commodity made of Wool is Cloath, and the finer the Cloath be, the more Perſons are imployed about it, and the Benefite of it the greater. This Manufactory of Cloath enricheth *England* and *Holland*. Nay there are many more people imployed, and much more Profite made, and Money imported by this Manufactory alone, than by all the other Manufactories in *England* joyned togither; it being almoſt incredible what vaſt Quantities of Cloathes they make, what vaſt

Summes

Summes of money (besides Goods) the Return of the Cloathes they yearly export to *Turky*, the *Straits*, *Spain*, *Holland*, *Portugal*, *France*, *Hamburgh*, the *West-Indies*, and many other places produce; and it is evident how immensly beneficial it is: for were it not so, it had not continued so long amongst them, nor had such endeavours been used to monopolize it to their Nation, and such strict Laws made and execute against the Importers of Cloath and Woollen-Stuffe from foraign Countries into *England*.

But although their example alone may sufficiently demonstrate the great Profite, that may arise to this Kingdom from making of Cloath above all other Woollen Manufactories, it is evident of it self: FOR if that Manufactory be most profitable to any Nation and consequently to this, that prevents the greatest Export and occasions the greatest Import of Money, and which with least expence of Money bestowed upon foraign Materials, doth imploy and give a comfortable Lively-hood to vast numbers of people and affoardeth Profite to all; it is manifest, the Manufactory of Cloath hath these Advantages above all other.

For first, that the making of Cloath in the Kingdom, would save the greatest Export of Money of any Manufactory, can be demonstrat from the Custome-books, and Books of Merchants, and that when Cloath was imported, the value thereof was not only much more than any other particular *species* of Goods, but of more value than all Silk Goods. And if Flowred Silks, Silver and Gold Laces, White Laces and other superfluous Goods now prohibited, be not reckoned, the value of Cloath yearly imported exceeds all the other Goods together: Seing many thousands use Cloath that make use of litle or no other foraign Goods; and most of these make use of it once or twice a year.

Secondly, that the Cloath-work in *Scotland* in Process of time, if followed and improven, may and will occasion the greatest im-

port of money, is evident from the example of our neighbour Nation: and that even *Scotland* may ſend abroad and ſell as cheap as *England*, ſeing the value of all Cloath conſiſts chiefly in the Workmanſhip, and theſe that can live cheapeſt, can work cheapeſt, and theſe that can work cheapeſt, can make the cheapeſt Cloath; and ſo export and under-ſell others: as already is evident, we have done within theſe ten years in our Searges: and is neither impoſſible nor improbable to be attained (in few years) in Cloath. For if any ſhould have affirmed ten or twelve years ago, that *Scotland* ſhould have exported Searges and underſold *England*; or any have affirmed 200 years ago, that *England* ſhould have exported and underſold *Flanders* and *Holland* for Cloath and Searges, it would have been thought as improbable if not more.

For the third and laſt Branch proving its advantages, That upon ſmall expences of money beſtowed upon foraigne Materials, it will imploy, and give a comfortable Lively-hood to vaſt numbers of people and affoord profit to all, appeareth thus. If the very beſt ſuperfine *Spaniſh* Cloath that can be made, require a very ſmall Summe of money to be beſtowed upon foraign Materials, and will affoord a Lively-hood and profite to many people; then the cheapeſt Cloath which can be made wholly of our own Wool, and the midle Cloath, nay all below the ſuperfine, which require but a mixture of foraign Wool, will require far leſs export of money out of the Kingdom; and affoord a Lively-hood to many. But ſo it is that the beſt ſuperfine *Spaniſh* Cloath when dreſſed, weyghs but one Pound two Ounces or one Pound four ounces at moſt per Ell, and doth not require of *Spaniſh* Wool undreſſed, ſcribled or waſhed, two pounds and a half, which doth ſtand uſually twenty four ſhilling Scots the pound, is five ſhillings Sterling; and there is not any other foraign Materials made uſe of in theſe but Oyl and Dyeing-ſtuff, which to a yard of Cloath will extend to three ſhill Scots or four at moſt: ſo that

for the beſt Cloath that can be made, for which we pay 17, 18 or 19 ſhill. Sterl. *per* yarde abroad, there is no more money exported for making it than five ſhil. and four pence, the reſt, being twelve ſhillings Sterling per Ell remains in the Countrey: and in midle Cloath, the charge of money for foraign Materials will not be two ſhillings ſix Pence Sterling the Ell: in the courſeſt, nothing but for Dying-ſtuffe and Oyle which will not be above four Pence.

The nixt thing to be proven, is the vaſt number of poor people, and others imployed in this Work, and the profit ariſing to each; which is evident, ſeing we have already 726 imployed, who have daylie wages, and ſtill in the way of grouth.

Nor doth this Manufactory furniſh advantage only to the immediat Servants of this Imploy, but it giveth profit to Wrights, Reed-makers, Card-makers, Dyers, and others: for to the Manufactory of Card-makers alone, we have pay'd the laſt year fifty Pounds Sterling, beſides what we have had from abroad.

Conſidering then, that the erecting, following and improving of Manufactories for Cloath in this Kingdom, would ſave the export of much money, and may in ſome few years occaſion the import of more; and that a ſmall Summe of money will furniſh all foraign Materials neceſſary thereunto, and that it would give a confortable living and maintainance to ſuch a vaſt number of people, and profit to them: It is hoped that all ingenious Spirits and Well-wiſhers to the Countrey and to the poor and the publick good, will not only obſerve the Laws made for encouraging thereof, but alſo promote, and contribute to erect Cloath Manufactories themſelves.

But ſome object and obtrude againſt this our ſo probable and profitable Endeavours, firſt, that it is a Novelty. Secondly, that we will never be able to make it ſo good, or bring it to that perfection as it is in *England*. Thridly, that we will never make

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it ſo cheap, for what is now ſold is extravagantly dear. Fourthly, that we will never be able to furniſh the Countrey. Fifthly, that in the mean time people cannot get Cloath. Sixthly, that it can never be hindred to be imported, and that the Laws againſt its import will not be put to Execution.

To the firſt, if Novelty be a good Argument againſt a good and profitable work, then there muſt be no Reformation from lazienes and ignorance, no new invention of, nor improvement of Arts and Sciences.

Secondly, it cannot be imagined, what ſhould or can hinder our coming to perfection in making of Cloath, except the privat intereſt of ſome (whoſe ſubſiſtence hitherto in a great meaſure depended upon the vending of foraign Cloath) obſtruct or retard it; who by their diſcourſes diſcourage people to make or undertake, and bring malicious Reports upon any that is made here, and by ſtealth bring in foraign Cloath to hinder the ſale of what we make. For, it cannot be deny'd, but the capacities and ingine of our people, are as good as theſe of any other Nation; and what ever Trade or Science we have apply'd our mindes to, we have been as eminent in the knowledge and practice of it, as the generality of any other Nation: and perfection in any Science of Art is not attained ſuddenly; time and practice bring men to perfection in Arts, even frequently the moſt dull for Sciences, will by time and practice become perfect in Trade: and this is not ſo difficult, but that in two years practice, our common people are come to a conſiderable perfection, ſo that already they make ſome Cloath that would coſt 16 ſhill. Sterl. the ell in *England*, And are now upon making the fineſt Kinds; And people muſt be brought to perfection by degrees: for the Spinners who receaved the former year 5 d. receave now 9 d. and 12 d., and Weavers who receaved the laſt year but 30, have now 45 and 50 ſhillings Sterl. the piece, by reaſon of the improvement of both. So that to affirme we ſhall never come to perfection,

as it is a malicious and unjuſt reflection againſt our Countrey, without any ground, unworthy of any Country-man to affirme, Experience hath in all other Arts, and a litle time will even in this demonſtrat its falſhood.

To the Third, that we will never be able to make ſo cheap as in *England*, and that what Cloath is now ſold, is extravagantly dear; it is anſwered, that albeit in the beginning the Undertakers muſt be at a great Expence to ſet up, pay great Sallaries, Fees and Wages for encouraging people to work: (Our Country people being very backward to any new thing or ſtrange, and not eaſilie drawn from their old way of living, though the new be more comfortable and better) yet beyond all doubt, where the price and value of any Commodity conſiſt in the Workmanſhip, and not in the Materialls of which it is made, (as all Cloath doth, as is made evident before) then where it can be cheapeſt made, it can be cheapeſt ſold, and where they who make it, can live and maintain themſelves cheapeſt, they can make it cheapeſt: and in few Nations of the World can work-people live cheaper, nor do any live ſo cheap as in this. And ſo beyond all peradventure, we may be able to ſell not only as cheap, but in a ſhorter time cheaper than any other Nation: and the Undertakers at *New-milnes* doubt not but in two years more, to be able to ſell as cheap as any formerly made in *England*. But when all Prentices, and work-people now learning and working there, ſhall come to diſperſe themſelves through the Country, and work by themſelves, and the knowledge of it become more general; Theſe doing then for themſelves, will certainly work cheaper than any publick work can, and will be undoubtedly able to ſell cheaper than our Neighbours. And as to the diſadvantage the Country hath by the Reſtraint, That what Cloath is ſold, is extravagantly dear, and the Liedges exacted upon: We anſwer, that this Complaint is either made of foraign Cloath imported through ſtealth, or of the Cloath made in the Kingdom. For the dearth of foraign Cloath, al-

although wee juſtifie not the Exactors, yet to the Buyers it is but too ſmall a puniſhment, for ſuch whoſe Prodigality, Pride or vanitie, will prompt them to thwart and croſs ſo publick and Nationall a Good, and by their Practice encourage the breach of the publick Laws; And as the Tempter is more guiltie than the tempted; So thoſe who knowingly and willingly buy foraign Cloath, are the only Occaſion of the breach of the Law, and diſcouragers of the publick Good: and a litle of that now ſpent upon Extravagancies, and which they pay beyond the worth of foraign Cloath, would (if rightly imployed) quicklie bring the Nation to a perfection, to make as good as what they pay too dearly for. But for the extravagant dearth of what Cloath is made in this Kingdom, It is a malicious Calumnie, raiſed by theſe, whoſe private Advantage is croſſed by the Law, who like *Demetrius* will rather raiſe the City in an Uproar, than be diſappoynted of their gain, and who make it their buſſineſs to cruſh it, and their ordinary Talk to declaim againſt it; though the difference betwixt Cloath made in Manufactory and ſold in Retaile by Merchants be very litle, if any thing more than what the ſame ſort of Cloath was ſold for before, as can be made appear. Yet in a few years, we will undertake to ſell it cheaper than ever it was ſold in *Scotland*. And although as has been ſaid, it may be ſold hereafter as cheap and cheaper than in *England*, yet it cannot be expected ſo in the beginnmg, when we have all Proviſions to make, a great Stock of money to beſtow upon Loomes, and all other Materials, great Sallaries to pay to foraign Servants to inſtruct our own people, good Fees and wages to give to our own people to cauſe them leave their former imployments and follow this, (which at the beginning they were very averſe from) with many other loſſes and inconveniences attending beginners, and the Undertakers of any new, though never ſo beneficiall imployments. Theſe things conſidered, as it is no wonder that it is a litle deare, ſo conſidering the

advantage that in a litle time will accrew to the Kingdom thereby, and that it is evident by the former reasons, that they will be able to sell as cheap and cheaper than others hereafter; It is expected that if at present it should be sold a little dearer, as it is but very litle (if at all) yet it may be very well dispensed with, seing the advantage doth accresce to the Kingdom and not to the Undertakers: Who being most part Merchants who formerly sold foraign Cloath, cannot by their greatest enemies to the work, be supposed to gaine by the 6th part so much upon their Stocks in the Manufactorie, as they did formerly upon the Cloath which they imported.

Fourthly, whereas it is pretended, That the Work at *New-milnes* will never be able to furnish the Country. It is answered, that it is most true, That the Work at *New-milnes* cannot for present furnish the Country, yet to that length they are come in two years, That from two Looms set up in *October*, 1681. They have now twenty five at work for Cloath, and two for Searges, and have ordered Ten more to be set up for Cloath; and will undertake to make of course, midle, fine and superfine Cloaths eight piece every Week of the year, each peace containing 27, 28, or 29 Ells of dressed Cloath, will amount to above 12000 Ells in the year, and some few more such, with privat industry would furnish the Kingdom. Nor was it ever intended by the Undertakers to serve the whole Kingdom, but principally to be a good Example to others in so good and profitable a Work to the Nation. And the Act of Parliament and Act of Council intended not the benefite of publict Lawes, and Restriction upon foraign Cloath, for the advantage of any one Manufactory; but to encourage the upsetting of many. And it is exceedingly to be regrated as a disgrace to our Nation, That so great Encouragement being given, so few publick Spirits should be found to promote so good a Work, which would prove so beneficial to the Kingdom and themselves.

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And if after so clear Demonstrations of the advantages of Manufactories in general, and of woollen Manufactories in particular, especially these for Cloath, there should be none found to contribute to promote and advance the same. Yet it is humbly conceaved, that if his Sacred Majesty, Royal Highness, and Publict Ministers under them, will (from the same principle of goodness and love to this Kingdoms advantage, which prompted them to encourage the erecting of Manufactories, and to the making of such Lawes for their advantage) countenance the vigorous and punctual Execution of the Laws made, and not suffer transgressors to passe unpunished, nor the Lawes by not observance to passe in deswetude: but on the contrary by their own wearing and Example strengthen them. And when Persons privat intrest, pride and curiosity shall find and invent new Methods to evade the force of the Law, and frustrat the good design and end thereof, that they will by additional new Laws and vigorous execution of the old, discourage and punish such selfish Persones and Obstructors of a National Good: If his Sacred Majesty, Royal Highness, and Publick Ministers shall continue this their goodness but seven Years, (as we have no reason to doubt their continuance of them for ever.) It is not to be doubted, but even in that time there will be so many Persons of all Ranks, by practice and teaching acquainted with all the several parts of the Imploy, and so many Prentices past their time and perfected, who will set up for themselves; that in few years this Manufactory alone, and these instructed by it, will be able to furnish the Kingdom; although it be wished for, and hoped that others will by such reasons and Example, be incited to erect others of the same Kind, and so prevent such delay.

And Fifthly, whereas it is alledged, that in the mean time people generally want Cloath, and cannot be supplyed. We answer, that although by the publict Restraint, some may want Cloath, and some cannot presently get such fine Cloath, as formerly

merly they have uſed, yet there is not any that need want cloathing, even of Woolen-ſtuff, Cloath or Searge, and that finer (although we want Engliſh Cloath,) than the generality of people in moſt places of the world do wear. For, moſt Kingdoms of the World even *France* it ſelf for Cloath eſpecially, are ſupply'd from *England*, and the Low-countries, And in theſe Nations, it is only the Nobility, ſome of the Gentry, and chiefeſt Burgeſſes that uſe ſuch; the reſt being forced to content themſelves with as courſe cloathing and courſer, than what our Country affoords. And in truth, it is not our fine cloathing that will either add to our Worth, Riches, Virtue, or Reputation in the world, but the imploying our poor and commons in Manufactories would indeed add exceedingly to all. How were we ſupply'd 200 years ago before the making of Cloath was come to any perfection in *England*? How was *England* ſupplyed when all foraign Cloath was ordained to be burnt, and none ſuffered to be imported? And as it is evident, that that argument would then have been ridiculous and impertinent, to have obſtructed ſo good a Law for promoving ſuch a Work; So now ſuch an argument deſerves not only to be exploded; but every perſon who for pride or vanity (which this Country may very well diſpenſe with) will needs uſe foraign Cloath, and ſend for a ſute of Cloathes from abroad, of purpoſe to ſatisfie their pride, rather then uſe what is made at home; is an enemy to the poor and to his Conntry, to ſay no worſe: eſpecially ſeing the Country is already come to ſo great a length in ſo ſhort a time, and will in a litle more come to a greater, if not to an equal length with our nighbours.

The 6th objection is, That the import of forraign Cloath will never be gotten full obſtructed, and that the Lawes againſt Importers will never be fully execute.

To this we anſwer, let every Objector & Compleaner, conforme themſelves to ſo good a Law, & there will be few Tranſgreſſors: but whilſt the Objectors are Tranſgreſſors & bad Example to others, no wonder

wonder it be difficult to hinder the import.

Secondly, why may not the import of Cloath from *England* to any Kingdom be aſwell obſtructed, as they obſtruct the import of this Woollen Goods from this.

Thirdly, if people will be ſo perverſe, and act ſo contrary to the intereſt of the Nation, and eſpecially of the poor in it, as to contraveen the Lawes by bringing in ſome litle by ſtealth; yet if the Lawes be execute punctually and ſeverely againſt the greateſt or but the one half of the tranſgreſſors, (which may eaſily be done,) the puniſhment of theſe will prove ſuch a terrour to the reſt, & their benefit will be ſo ſmall, (conſidering the great charges and trouble they are put to in ſtealling,) that it is not to be doubted but they will be forced to give over: eſpecially Conſidering that the Manufactorie in a very litle time, will be able to ſell cheaper than they can bring it in, although they had nothing to pay but the dutie.

Fourthly, as to their bold and preſumptuous aſſertion, that the Laws will never be execute; as it is derogatory to that veneration we ought to have to theſe Lawes, So the contrarie may with much more probabilitie be hoped and aſſerted: Seing theſe were made upon ſuch ſolide and honourable grounds for the Kingdomes advantage and wellfaire, as the ſame is demonſtrat and made plain from the foregoing reaſons and the proceedings of the Undertakers. And in that the firſt motion of the undertaking proceeded from his Royal Highneſs; and that it was at his deſire this Manufactorie was erected, and that 24 of us have ventured a conſiderable part of our Stocks upon it, truſting to and relying upon the execution of theſe Lawes; And have now brought our undertaking to a conſiderable length, His Majeſtie will not ſuffer ſuch good Laws to paſſe un-execute or to run in deſwetude, To the great loſs and diſadvantage of the Kingdom, to diſſappointment of his ROYAL HIGHNES'S good intentions towards it and ruin of the Undertakers.

It may be yet objected, that former Works of this Nature were erected, as at *New milnes*, *Aire* and *Boningtown*, which were all left off and given over

But to this we have these answers. First, That none of the Undertakers of these works were Retailers of Cloath themselves, and so although they could make Cloath, seing they could not sell it, they could not furnish money to carie on their work. Secondly, Their Stock was too small. Thridly, the same Methods were not taken that are taken in this. As for instance in the matter of Servants, they had their's on dayes wages, whereby they were cheated and exacted upon, whereas we have Servants upon certaintie conforme to their work, the Scriblers and Spinners conforme to the Pound, and the Weavers and Dressers so much upon the ell and piece. Fourthly, all the Undertakers were wholly unacquainted in the affaire, and lastlie they wanted the great Encouragement of the Prohibition of foraign Cloath; which clearly shewes the great Difference betwixt these erected then, and now: and yet that at *New-milnes* preceeding 1650. was in a thriving condition till *Dundee* was stormed, when their Cloath was taken, and the troubles forced it to cease.

There cannot be suggested any other Objection against Manufactories in general, or the woollen-Manufactories in particular

It remains therefore, that we give account how great a length we have brought the Work set up by us at *New-milnes*, & upon what rational grounds we proceed, and by what rules we walk, that his Majesty, Royal Highness, and Government may see, how ready the Undertakers are to contribute to the publick Good, and that the Kingdom may be convinced, both of the advantage of our Undertaking and Probability of its Successe, and that not only others may be incited by our Example to Contribute to the like, but also may be instructed, how to proceed and learn from our Experience, (a cheap and easie way) how to pro-

prosecute Designes of this Nature to the greatest advantage.

When his Royal Highness out of a love to the Kingdoms advantage, did consider how many improvements this Nation could make, and how all those were neglected, and the Country and all Ranks of people likely to be ruined, by the Merchants importing ten times more of Goods in value, than they did export, and all peopls general Profuseness and Prodigality, whereby not only all the Money in the Kingdom was like to be exported in *specie*, but that in process of time a great part of the Lands of the Kingdom behooved of necessity to become the Propertie and Possession of Strangers and Foraigners: because Gentlemen not having Money to pay the Merchants, would be forced to morgage their Lands to them, and Merchants not having to pay Foraigners, they must of necessity for their security and Satisfaction, take a right to the Merchants morgages; and that this must necessarly have followed is evident, in that the Kingdom begun to be drayn'd of all Money, so that the *English* money was not to be had under 6 or 7 *per Cent*, scarse at any rate, and Exchange rose up betwixt *London* and this place to 12 or 15 *per Cent*: our four Merk-pieces the best Coyn of this Kingdom were almost wholly exported, and above 20000 Pounds Sterling, was exported in Dollers, *in anno* 1680. His Royal Highnes considering these things appointed a Committee of Trade, where himself presided, and where to prevent so certain a ruine, it was enacted, that all expensive, superfluous Goods should be discharged to be worn, and that all Goods made of Wool or Flax, which might be made in this Kingdom, as cheap as any where else, should be discharged to be imported.

Which Law, although a perfect Remedie to our distemper, and Prevention of our ruine, witness the alteration since, of the Exchange from 12 or 15, to 2 and 3 *per Cent* betwixt this and

England, and that although the Merchants were due to Foraigners at the making of the Law vaſt Summes of Money, which are not yet all payed; yet *Engliſh* Money which could not formerly be had at any rate, hath come into the Kingdom this year, and is now currant Money for Money: yet if no perſons had undertaken the erecting of Manufactories, the good Deſign of the Law had been wholly fruſtrat.

Wherefore his Royal Highnes was not only pleaſed to endeavour and procure the making of the Law, but called ſome of us privatly, and with the force of reaſon, and conſideration of the publick good, perſwaded us (although conſiderable to our privat loſſe) to contribute to the upſetting of this Cloath-Manufactory, which we have made our buſieneſs ſince to proſecute.

Whereupon having received from Sir *James Standfield*, the generous and noble offer of his Walk-mills and all his Office-houſes which are many great and ſpacious, And that not only at a ſmall rent, but which rent is not to be payed him, but out of the free profit ariſing from our Stocks after the rent of our money is payed to us.

We did upon the 10th of *May* 1681 each ſubſcribe for the Summes we were to advance. In *July* 1681 we wrote for a Maſter to the Work, and ſix Servants only, who came here in *Auguſt* 1681.

When he came, he altered the former Methods in this Manufactory of paying Servants by dayes Wages, to a certaine price, conform to their Work; and doth indeed Mannage all to the utmoſt advantage. We begun at firſt with two Loomes only, there after in *March* 1682. eight Looms, in *October* 1682. 14 Loomes, and now we have 25 Loomes conſtantly imployed, and have ordered the ſetting up 10 more. As we begun with few and proceeded to more, ſo having all People to inſtruct, except the Maſter and 5 or 6 Sheer-men, we began

gan to make the courſeſt of white Cloaths at firſt, wherein we continued to *October* 1682; then we turned part of our people to courſe mixt Cloath, and ſo gradually on to finer, and now we are upon ſuperfine Cloaths, and have brought the Spinners and the reſt of the Work-people that length, that we hope againſt *May* next to have ſuperfine Cloaths als good as generally are made in *England*.

We have entred in a mutual Contract, whereby we have bound our ſelves to ſuch Rules and Methodes, as in probability the undertaking cannot fail, except in caſe of publick and univerſal Calamity. To give a full Accompt of all, would be too tedious; only theſe more general for information and inſtruction.

The whole Members are to meet four times in the year, or oftner as Occaſion calls, to examine Accompts, and order all affairs by the plurality of voices, which the reſt bind them to obſerve.

The orders at every meeting are to be ſubſcribed by the Præſes. At the general meeting in *May* they nominat five Perſons to be Mannagers for the ſucceeding year: whereof three are to be a *Quorum*; who are to Mannage all affairs, conform to the Rules of the Company. Which Mannagers are to meet once every week at leaſt or oftner as Occaſion calls: and each of which five Mannagers are obliged to accept and diſcharge the ſaid Office or pay 20 pound Sterl. to the common Stock. At every new election, two of the old Mannagers are to continue, and three new to be choſen.

Each mans intereſt in the Company is to belong to his Heirs and Aſſigneys; if female, to the eldeſt without diviſion; if minors, one of their Tutors or Curators, only are to have voice in the meetings of the Company.

For the firſt three years no Perſon has power to liſt any part of his Stock or intereſt, but what profit is made in that time

is to be added to the common Stock, after three years every man is to have the rent of his first Stock put in by him, and what profit is made more for the 4th. 5th, and 6th years, is to be added to the Stock, and after that time, the general meeting shall determine how much of the profit shall be uplifted, and that none shall have power to call for his first Stock without consent of the general meeting or their Plurality.

That all the Cloathes made in, and brought from the Manufactory, shall be first brought to the Chamber and Ware-house of the Company keept at *Edinburgh*, where the *Quorum* of the Mannagers is to price the same, adding two pence *per* shilling Sterling, upon what the Master of the Work declares it stands in making; which Goods so priced, each Person is bound to receave, and pay present money for, conform to their lots: Which Cloath or Goods so falling to their lot, in case they do not take out, within 14 dayes next after it comes to the Chamber, it is to be publickly rouped. And if at the Roupe, they shall be sold at less then it is Valued at; then the loss is to be charged to their account to whom it did belong by lot, and they are not to receave any part of their Rent, profit or Stock, untill the loss be payed: And if such shares shall be rouped at more then it was valued at, the advantage is to accresce to the common Stock.

Our Cloathes are divided in four Prices, *viz.* the first lot is at 7 shillings Sterl. *per* Ell, or under: the second from 7 to 10, *inclusivè*: the third from 10 to 13 *inclusivè*, and the fourth sort all above 13 shillings.

Each Member drawes a lot for every 100 Pound he Stocks in, which lots are recorded in the books of the Company, and as the Cloaths of these Prices comes in, he gets in course according to his lot.

At the Roup every Person before he Offer, consignes two shil-

ſhillings Sterling upon every Pound value of the Goods to be rouped; and if after the Roup is declared, he take not out the Goods within 24 houres after, he forfeits his conſignation to the uſe of the Company, and the Cloath is to be rouped of new.

And that the Work may at no time ſtand for want of Materials, it is appointed that there be allwayes 6 months Proviſion or 4 at leaſt of Wool, Yairn, Dyeing-ſtuffes, Raw-cloaths, &c. That none of the Work-people may want Work: and therefore the Maſter from time to time is to give Notice of what he will want, four months before to the Clerk, and the Clerk to the Mannagers, that it may be provided; and in caſe it be neglected through any of their defaults, the faulty Perſon is to pay the Damnage.

And although we judge, it would tend more to the Kingdoms Advantage, that other Manufactories ſhould be erected, and that theſe were diffuſed in ſeveral parts of the Kingdom. And although we have been at great pains and trouble, and run ſeveral hazards in the erecting, eſtabliſhing and bringing our Manufactory this length; And have made very profitable Contracts, (which we might juſtly Appropriat to our ſelves) yet to manifeſt our Concerne for the publick Good, we are willing (although to the prejudice of our privat Intereſt) to admit of any to joyn with us, who ſhall deſire the ſame, before the firſt day of *March* nixt, and to communicat the benefites accreſcing to us upon theſe conditions.

Firſt. that every Perſon admitted, muſt preſently pay at leaſt 100 Pound Sterling with the Intereſt thereof, ſince the reſpective times that we pay'd the ſame.

Secondly, that they ſubſcribe to the ſeveral Contracts and Rules of the Companie, and bear their hazard of bypaſt as well as future loſs or gaine.

FOR our *Silk-ſtocking* Work we need give no other Demon-

monſtration of the advance of it, then that we offer to furniſh all the Merchants in *Scotland*, *Silk Stockins* of all colours and ſorts, as cheap and good as they are bought at *London*; And upon Advertiſement to furniſh them, conform to the ſorts, Quantities and colours deſired.

This Repreſentation of the ſtate and condition of the Cloath Manufactorie, begun to be ſet up by us within theſe two years and ſome few Months, with the ſpecial Allowance of his *Majeſties* Privie Council, we have thought fit to publiſh, ſincerely profeſſing and declaring, that what is herein offered in relation to the ſaid Manufactory, and the probability of its Succeſs (the Laws made for our Encouragement alwayes continuing, As hithereto they have, to be put in execution) is trueth, and what we find by Experience; and that we apprehend no difficulty therein, but what may ariſe from among our ſelves, and particularly by the Merchants Importers: who if they would be pleaſed either to enter in to Societies by themſelves, (in order whereunto, we have candidly imparted our methods and Rules, to invite them thereto, and ſhall with all cheerful readineſs, when any number of them ſhall call to us, and crave our aſſiſtance, fully impart, and conceal no part of what we know, or have learned by our practice) or joyn with us in the terms offered, and forbear and deſiſt ſecretly and privatly to import foraign Cloath. And that theſe of the higher Rank and Qualitie, would for an Example to others, punctually obſerve the Sumptuary Law, and make uſe of the product of what is made in the Kingdom only, and no other, for ſome few years; and wear Cloathes of our making: Which we affirm and offer to Tryal, to be truely and Loyally made in Colour, fineſs, and good work, ſuteable to the rates. And if theſe of inferior rankes, who ſpend moſt of their time in the Countrey, would condeſcend for ſome few years, to make uſe of *Stuffs*,

Drog-

Droggat, *Seange De Niſmes*, and the like, (in which the Nation hath already arrived to a conſiderable perfection, and can affoord plentie) we nothing doubt by the bleſſing of God, aſſiſtance of Authoritie and induſtrie, in a ſhort time to ſee the Nation flouriſh by that Manufactory, and not only be ſufficiently ſerved within its ſelf for its own Conſumption; but able to export with advantage, and keep a great many poor at work. And thereby keep and preſerve a conſiderable ſtock of money in the Kingdom, which went out for importing Cloath, and to bring in Money, by what we ſhall export.

And being aſſured, that this Nation affoords many Noblemen, Gentlemen and Merchants of publict Spirits: and that for the Manufactory of woollen-Cloaths and Stuffs, There are many places in the Kingdom, very proper and convenient: Particularly the Town of *Aire*; where houſes, Milnes and other conveniences are already built; and *Aberdeen*, about which place, the Commons are verie ingenious, and can live very cheap. And conſidering what advantage may ariſe to the Kingdom, by Linning Manufactories, no Nation Spinning better and cheaper, We do earneſtly intreat all who love the Honour, proſperitie and wealth of the Kingdom, cordially and ſpeedily to ſet about the erecting of Manufactories for Cloath, Stuffs, Linnen & others. And we who have already begun, expect all Encouragments from the Merchants Retailers; And that the ſmall profit and intereſt of a prohibit Trade, mannaged with the great hazard of diſcovery, will not prevail with them againſt the Good of their Nation, and their own particular Advantage, if duelie Conſidered: eſpecially where we chearfullie offer to them a ſhare and intereſt in our Manufactory in the terms above repreſented.

F I N I S.